



As the leader of Flom Property Group at Keller Williams Inspire Realty, Beau Flom is widely regarded as the quintessential professional when it comes to all matters real estate in Fargo, Horace, Moorhead, and Detroit Lakes. The Navy veteran — who also spent more than a decade as a Physician Assistant in Cardiothoracic surgery — is noticeably calm, measured and humble, despite his remarkable success in real estate.

Indeed, from the moment Beau launched his real estate career, his disciplined, strategic approach to serving the needs of buyers and sellers earned him high marks for service and professionalism. By way of example, he was named Rookie of the Year his first full year in real estate. Since that time, he's gone on to secure the position of #1 Keller Williams agent in the state of North Dakota for the past three consecutive years.

"I've always had a passion for real estate and investing," Beau says. "I began buying rental properties and managing them myself while I was in college." In fact, despite a thriving career in medicine, it was his desire to master a new challenging craft that led him to delve into real estate full time in 2013. "I wanted to provide a different level of professionalism," he says.

To Beau that means the values which guide Keller Williams, guide him and his team on a daily basis. "We believe in creating a win-win, or there's no deal," he says. Likewise, he and his team are dedicated to putting clients first, invoking creativity to find solutions and maintaining open, ongoing communication. "We work hard to take care of people," he says simply.

Today, as Beau's team continues to grow, his business is now 50% by referral, or from repeat clients. The reason

he's grown such a large base of loyal clients? According to Beau, it is because his focus lies firmly in "seeking to understand exactly what my clients are looking for, and then providing solutions to get there."

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best at what we do."

Although Beau does work extensively in the luxury market and is a designated luxury agent for Keller Williams, he refuses to be limited in only serving that demographic. "We work with all types of buyers and sellers," he says. To that end, he says his focus for the future will include continuing to grow his team and expanding into other markets, in an effort to be able to serve even more clients in the coming years. "We're on an upward trajectory of growth. We have nine people on our team now, but will be adding to it as we expand into new markets," he says.

As for how the leading Keller Williams agent in North Dakota spends his time when he isn't working hard to provide premium service to his clients? He's typically enjoying time with his wife and two daughters, reading, or taking advantage of the outdoor activities that the area affords in abundance. From snowmobiling to spending time on lakes, to golfing, when time permits, Beau will almost certainly be outside. In addition, he makes time to join Keller Williams in their charity endeavors and events, a great number of which benefit the United Way.

As a REALTOR® in the top 1% in the nation, suffice it to say, Beau is only just getting started and the future is looking incredibly bright. "We will continue to focus on our clients and continue to provide a different level of professionalism. Our clients will always know that it's about them, it is not about us," he explains. "We are seeking to be the absolute best at what we do," he adds.



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